1992 Professional Fleet Manager Award Nominees

march 1992

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CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

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3 St[illegible] Maintenance Costs

1993-Model Grand Cherokee

New EPA Underground Tank Deadline

Protecting Assets: Truck/Van Security

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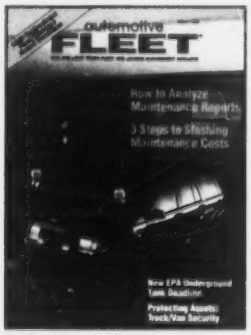
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

March 1992
VOL. 31, NO. 5

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 22 *— A good maintenance program must not only cut repair costs, but the program itself must be cost-effective.*

Page 46 *— Larceny and theft of the contents of a motor vehicle account for 22 percent of all crimes nationally — now fleets are fighting back!*



On the Cover *— Theodor Cunningham, Chrysler's executive vice president — sales and marketing, and Hal Barton, general manager of Chrysler Fleet Operations, are shown with the new Jeep Grand Cherokee. For more information, see page 54.*

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Properly analyzing maintenance exception reports can help control operating costs by identifying problem vehicles and drivers. Not every exception, however, is a true "problem."

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The all-new Jeep Grand Cherokee, built at Chrysler's new Jefferson North assembly plant, represents more than $1 billion in vehicle and facility investment for the automaker.

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NAFA Toronto Conference Keynote Speaker Announced

The National Association of Fleet Administrators announced that the keynote speaker for its 35th Annual Conference in Toronto, Ontario, Canada is U.S. Secretary of Energy James Watkins.

As a Bush Administration cabinet member, Watkins is the president's closest advisor on energy policy and a vocal proponent of alternate fuel usage. His principal duties include directing and supervising the administration of the Department of Energy, and deciding major energy policy and planning issues.

Watkins will speak on Monday, April 13, 1992 at 12:30 p.m. at the Sheraton Centre Hotel in Toronto.

TRAVEL MANAGEMENT

Travel Manager Survey Results

The vast majority of travel managers negotiate some form of hotel rate discounts for their business travelers, and for the best rates target particular, individual hotel properties, according to a recent survey by *Runzheimer Reports on Travel Management.*

Corporate travel managers across the United States returned 139 survey questionnaires, and 96 percent stated they had been successful in obtaining room rate discounts for their sales representatives or management personnel at individual hotel properties, while 50 percent responded that they had been successful in obtaining such price concessions from chain hotels.

Typical room rate discounts range from 10 to 29 percent, but at least 16 percent of those surveyed had achieved discounts of more than 39 percent, and a few travel pros enjoy discounts up to as much as 59 percent.

What do hotels get in return? Travel managers often guarantee volume, measured in "number of room nights." Most commonly, travel managers guarantee less than 130 room nights per year with individual hotels, and more than 130 room nights per year when dealing with hotel chains. Because lodging costs consume more than 21 percent of the typical travel budget, travel managers are eager to offer hotels steady business in return for discounts.

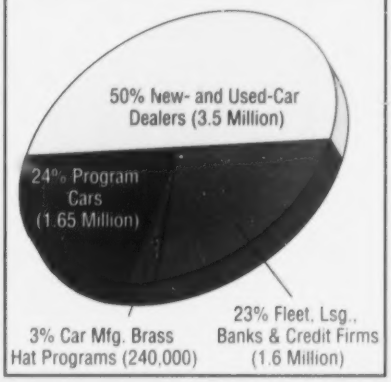
The 1993-model year Cadillac Allante features a 290-horsepower 4.6-liter multi-valve V-8 engine, advanced traction control, road sensing suspension, and a pass-key ignition system that shuts down the starter, electric fuel pump, and powertrain management system if the resistor pellet inside the key does not match a resistor pellet inside the ignition mechanism.

REMARKETING REPORT

7 Million Vehicles Move Through Auctions in '91

Darryll Ceccoli, president of Manheim Auctions, said that seven million vehicles were sold through the nation's auction industry in 1991 at a value of approximately $40 billion.

Who Used Auctions in 1991?


50% New- and Used-Car Dealers (3.5 Million)
24% Program Cars (1.65 Million)
3% Car Mfg. Brass Hat Programs (240,000)
23% Fleet, Lsg., Banks & Credit Firms (1.6 Million)

Half of these vehicles came from new- and used-car dealerships, with the remainder coming from automakers, fleets, leasing companies, and financial institutions.

Speaking at the *Automotive News* World Congress, Ceccoli said program cars from daily rental fleets accounted for 24 percent of the sales, and added that approximately 1.5 million vehicles go into those fleets annually, although he expects that number to decline starting in 1995.

"As the length of time in service increases and the resultant number of turnover cycles decreases for daily rental cars, volumes will decline," said Ceccoli.

He also said that 85 percent of all new cars sold go toward replacing the number of vehicles scrapped. The remaining 15 percent go toward expansion of the domestic rolling stock of vehicles, which currently numbers approximately 180 million vehicles.

Auction Use By Multi-Outlet Dealers Rising

A used-car study recently completed by the National Auto Auction Association (NAAA) shows that a move toward multi-outlet dealers is a boon for the auction industry. As dealerships continue to consolidate and fewer dealers handle larger volumes of used vehicles, the need for wholesale auction services to balance dealer stocks will increase, according to the study. New-car dealerships accounted for 58 percent (4.5 million) of the vehicles consigned

ENERGY BILL PASSES; ACCELERATES GOVT. FLEET ALTERNATIVE FUEL USAGE

The U.S. Senate voted 94 to four on Feb. 19, 1992 to approve Senate Bill 2166, also known as the National Energy Strategy Act (NESA), which includes a provision that accelerates the mandated acquisition of alternative-fueled vehicles for federal and state fleets than previously stipulated by the Clean Air Act Amendments of 1990. Under the Clean Air Act, federal and state fleets are mandated to have 30 percent of their 1998 new-vehicle purchases (under 8,500 lbs. GVW) be alternative-fuel units. The NESA accelerates the start date of required alternative-fueled vehicle acquisitions to 1993 for the federal fleet by mandating the purchase of 5,000 such vehicles. The Senate bill's timetable for the purchase of alternative-fueled vehicles is as follows:

Percent of New Vehicle Acquisitions to be Alternative Fueled

Year	Federal Fleet	State Fleets
1994	7,500 vehicles	0
1995	10,000 vehicles	10%
1996	25%	15%
1997	33%	25%
1998	50%	50%
1999	75%	75%
2000	90%	90%

Under the Clean Air Act, covered private sector fleets are required to allocate a percentage of their new-vehicle purchases to clean fuel vehicles — 30 percent of new-vehicle acquisitions for the 1998 model-year, 50 percent for the 1999 model-year, and 70 percent for the 2000 model-year. (These figures are for vehicles up to 8,500 lbs. GVW.)

There are several other key areas where the Senate Energy Bill differs from the Clean Air Act Amendments of 1990. First, the number of metropolitan areas falling under the jurisdiction of the NESA's alternative fuel requirements is 130 cities compared to the 21 non-attainment areas specified in the Clean Air Act. Second, reformulated gasoline is not considered to be an alternative fuel in the Senate bill, although it is considered as such in the Clean Air Act.

A similar energy bill, known as HR 776, is presently before the U.S. House of Representatives' Energy and Commerce Committee. The committee is expected to take action on the bill in April 1992.

COLORADO CONSIDERING STRONGER EMISSION STANDARD; VA SAYS NO

A task force appointed by the governor of Colorado has recommended that the state adopt more stringent vehicle emission standards than those required by the Clean Air Act Amendments of 1990. The task force recommended the creation of a Colorado Clean Vehicle Fleet Program which would accelerate the required acquisition of alternative-fueled vehicles to as early as 1994 instead of the federally-mandated 1998 start date. In addition, the proposed state program would not exempt fleet vehicles garaged at a personal residence from alternative-fuel requirements. As of press time, the state legislature has taken no action on the recommendations.

In other news, the Virginia state senate defeated a proposal to adopt California's emission standards for cars sold in the state, which was supported by Gov. Douglas Wilder. Elsewhere, the Maryland state senate is presently deliberating SB 132, which also seeks to adopt the California emission standards and which Maryland Gov. William Schaefer has endorsed. One requirement of the California emission standards is that at least two percent of an automaker's car and light-truck sales in that states be zero-emission (electric) vehicles in 1998.

McCULLAGH BUYS BALLAS LEASING FOR $23 MILLION

GE Capital Fleet Services announced on Feb. 21, 1992 that McCullagh Leasing, its regional fleet business headquartered in Detroit, MI, has completed the $23 million acquisition of the 2,300-vehicle lease portfolio of Ballas Leasing located in Toledo, OH. The office locations of Ballas will be merged into McCullagh's nationwide network of regional business centers.

FORD WINS GSA CONTRACT FOR 10,398 AIRBAG-EQUIPPED TEMPOS

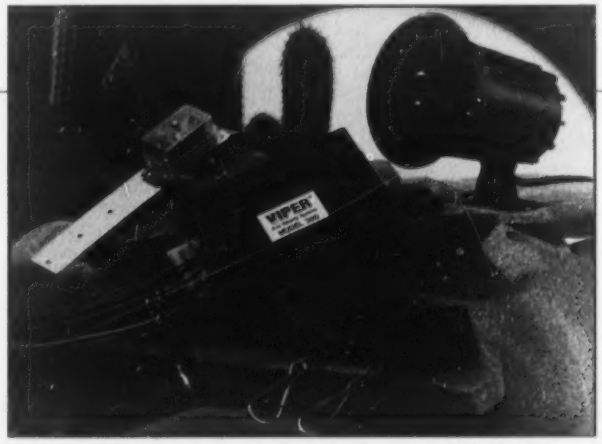
The General Services Administration of the U.S. government awarded Ford Motor Co. a contract to supply its fleet management centers nationwide with 10,398 Tempo GL four-door sedans equipped with driver-side airbags. The contract represents the largest GSA bid that Ford has won in the past 10 years. In addition to this GSA contract, Ford has also won orders for the government's Motor Pool Car and Truck Contracts, the U.S. Forest Service, and the U.S. military.

MANHEIM/GOLD BOOK INTRODUCE NEW PC-BASED ELECTRONIC PRICING DISK

The Gold Book, a used-car pricing book which is majority-owned by Manheim Auctions, introduced a new PC-based electronic pricing disk at the recent National Automobile Dealers Association annual convention. The introduction of this service marks the first time that an auction company has entered the electronic used-vehicle price reporting business. The monthly updated disk consists of a single database of used-car and truck sale prices as reported by Manheim's 47 auctions and can automatically calculate national and regional used-vehicle market values.

Truck and Van Security: Protecting Company Assets

In an average minute, three vehicles are stolen somewhere in the U.S. Many fleets are turning to security devices such as alarms and electronic vehicle-tracking devices to avoid becoming another crime statistic.



The Viper 300 security system from Directed Electronics uses radar to detect when people come too close to the vehicle it's protecting, and warns them off with a voice message.

Motor vehicle theft has increased 34 percent during the past five years, yet fewer than one out of five thefts result in a conviction. The unauthorized taking of property, otherwise known as larceny and theft, accounts for 55 percent of all non-violent crimes, and larceny and theft of the contents of a motor vehicle account for 22 percent of all crimes nationally. (See Chart 1.) Usually, we hear only about the increases in violent crime throughout the nation. Yet, for every violent crime committed against people, about *seven* non-violent crimes are committed against property. (See Chart 2.) Many of these non-violent crimes are committed against businesses and their property, including fleet vehicles. But what are fleets to do to protect themselves from becoming the latest statistic in a theft- and crime-ridden society?

Install Overnight Security Systems

Increasingly, fleets are taking more precautions to keep their parked vehicles safe overnight, which is the ideal time for theft to occur. Often, vehicles are kept behind locked doors and tall fences, illuminated by floodlights, surveilled by invisible infrared beams, patrolled by armed guards, and on occasion guarded by large unfriendly canines.

A typical security system utilized to guard a 100-foot by 100-foot area in Southern California will cost its user around $750, plus about a $30 monthly monitoring fee. If activated, these types of units typically incorporate an on-site siren alarm, a radio signal transmission to a monitoring center — coded for fire, medical emergency, or break-in — and a response by a patrol car with an armed security officer.

Safeguard Vehicles and Cargo on the Road

Fleets began taking protective measures to safeguard their vehicles and cargoes long ago. First came closed delivery vans to protect cargo from weather and theft. Open pickups were equipped with locking tool boxes and shell caps, and light-duty chassis-cabs appeared with specially-designed utility bodies for secure tool and parts storage. Today, increasing numbers of vans are being upfitted with shelving and cabinets for added security and productivity. Delivery vehicles can be equipped with under-floor safes, complete with window decals advising would-be troublemakers that the driver does not have a key.

Use Technological Developments

The big change in recent years is the improvement in technology. Fleet vehicle drivers now stay in direct contact with dispatchers via base radios, telecommunications equipment, and cellular phones. No longer must drivers leave vehicles unattended to locate a pay telephone to check in — they can now call the office from the middle of a traffic jam.

Alarm systems, custom-tailored to the needs and desires of their users, cost roughly $300 to $700 per vehicle, installed. For this investment, the vehicle makes loud noises and flashes the lights to attract at-

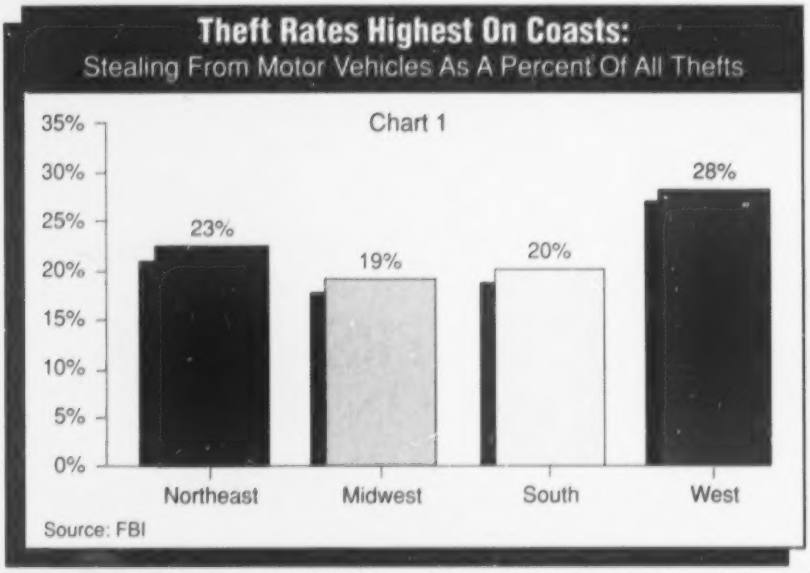
tention if an intruder opens a door, pops the hood, breaks a window, or even gets too close. In addition, some systems disable the starter to further frustrate the thief. With these security systems, there's only a one-time installation charge, and power is generated from the vehicle battery. A good installation is difficult to detect, and the idea is for it to activate and draw attention before a thief can disconnect the alarm. Obviously, such devices are intended for urban use, where others may hear and see what is happening, and respond to the alarm.

Some of the alarm brands available to fleets are Alpine, Autopage, Avital, Clifford, Code Alarm, Directed Electronics, Excalibur, Maxiguard, and Vandal Alert. These, and others, typically are installed locally through a shop or by a mobile van that makes house calls at the time and place of the user's choice.

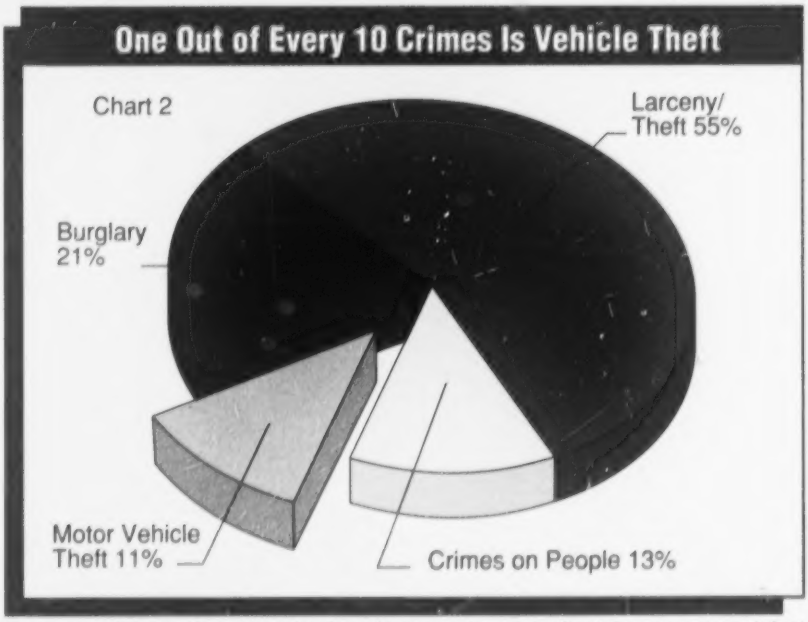
Subscribe to Electronic Tracking Systems

There are other related developments in electronics that aid in recovering a stolen vehicle. Systems such as Teletrac and the Mitsubishi Vehicle Locator, automatically send a radio signal if a vehicle is disturbed after the system is turned on. This signal is then received at a base location, the vehicle identified by code, and the authorities notified that the vehicle is being stolen and are given its approximate location. After that, the chase is on. Other units, such as LoJack, transmit a signal only after the vehicle is reported missing; the in-car transmitter signal is activated by LoJack personnel, then received by special tracking units installed in police patrol cars, which points the officer in the direction of the signal until visual contact is made.

Another interesting electronic security device is the Viper 300 made by Directed Electronics of Vista, CA. The Viper 300 uses a Doppler radar effect to detect the sudden appearances of a large mass, such as a person, in the vicinity of the vehicle being protected. If a person approaches too closely to the vehicle, the system can be programmed either to trigger an alarm or produce a loud voice message warning that the vehicle is protected by a security system.



Theft of the contents of a motor vehicle account for 22 percent of all crimes nationally, and the rates are highest on the East and West coasts.



For every violent crime committed against people, approximately seven non-violent crimes are committed against property, and account for 87 percent of total crimes.

Order Security Devices Through Upfitters

In addition to taking fleet vehicles to a local shop for alarm installation or having a vendor come on-site, fleet managers now have the opportunity of ordering alarm systems from their truck body and van upfitters, thus taking care of upfitting and security system installation in one fell swoop. Listed on the following page are some of the upfitters who can install security devices on your vehicles: →

Security System Vendors in the Truck Upfitting Industry

The Crown Division — Crown Division, of the Allen Group, in Wooster, OH, says approximately 10 percent of the 12,000 to 15,000 vans it upfits annually have alarm installations. The most popular alarms that Crown installs are Autopage, Code Alarm, and Maxiguard. Jeff Overmeyer, customer service manager, says the number of vehicles receiving security system installations is growing. One popular option is a remote device that can lock and unlock the vehicle's doors, as well as arm or disarm its security system, so that drivers don't have to fumble with keys. Crown specializes in vans, but is testing cargo security devices on station wagons. One example is a parts package for distributor installation, which consists of a floor-to-ceiling plastic-coated wire partition that folds behind the rear seat when the seat is upright. When the rear seat is folded down, the partition becomes a vertical barrier.

Circle 230 on Inquiry Card

Grumman Olson — Grumman Olson, in Sturgis, MI, installs alarms at customer request, but has been more active in devising non-electronic security devices. Examples include solid bulkheads for use where hazardous materials are carried, wire mesh screens to prevent access through skylights, rotary automotive-style locks for vehicle doors, non-entry left side panels, and using tempered glass all around (which is harder to break than regular glass), except for the windshield, which is laminated safety glass.

The company has found that some customers do not want doors that automatically lock when closed because driver productivity is reduced, and the driver often is not far from the vehicle in normal unloading situations. At the other extreme are some tool-truck customers, who specify elaborate security items, including concealed floor safes and premium locks, to protect valuable cargoes. Grumman Olson Vice President Ed MacKay, and Bill Strang, director fleet sales, say the company frequently dropships vans to Lynch Display, of Burlington, WI, for custom security installations before delivery.

Circle 231 on Inquiry Card

Reading Body Works — According to Lynn Gordon, vice president — marketing for Reading Body Works in Reading, PA, the company offers a Master Lock system that consists of a hardened steel rod that locks all bins simultaneously with a single padlock. Reading also sells to distributors, who frequently make arrangements for alarm systems specified by end users. Reading offers a large line of utility bodies for chassis mounting, pickup caps, and van shelving, and believes if you eliminate the ability to see what's in a vehicle, it helps reduce the temptation to break in.

Circle 232 on Inquiry Card

Union City Body Co. — Union City Body Co. in Union City, IN has found that alarm systems are popular with its tool truck customers, but the company hasn't been asked to install them at its facility, according to Lenny Wright, vice president and sales manager. Instead, customers are ordering more partitions, bins, and racks than ever before as theft-deterrent devices. Two years ago, to increase security on its truck bodies, Union City discontinued rear-door glass as a standard item. Rear-door glass is still available, however, if the customer desires. Some 80 percent of Union City's orders specify a sealed driver door in the interest of safety, security, and cost, and Kaison heavy-duty locks are used.

Circle 233 on Inquiry Card

Midway Truck and Coach — Frank Bauer, vice president of marketing/sales for Midway Truck and Coach in Elkhart, IN says Midway puts a variety of security devices on vans, minivans, and other vehicles in their shop. One method the company has used to ensure expert installation of security systems is to allow the local distributor of Code Alarm to run an installation van right into Midway's shop and perform the work on-site. Some 5,000 vehicles are upfitted annually at Midway, with five to 10 percent of those vehicles receiving security alarm systems.

Circle 234 on Inquiry Card

Masterack Division — Masterack Division of Leggett & Platt in Atlanta, GA installs security alarm systems at customer request, performing the work in-house at Atlanta, GA, in addition to Michigan and Ohio dropship points. The firm upfits some 7,000 vans and pickups annually with a variety of equipment, such as interior shelving, ladder racks, and utility toppers for fleets as well as for individual plumbing and electrical contractors in the Atlanta area.

Circle 235 on Inquiry Card

Utilimaster Motor Corp. — Steve Campbell, director of sales for Utilimaster Motor Corp. in Wakarusa, IN reports a long history of providing non-electronic security-related installations on Utilimaster walk-in vans and the smaller Aeromate vans. The Bestlock system is often used, with single-key codes assigned to individual fleets. Keys are stamped "do not duplicate," a warning faithfully honored by locksmiths. Electronic security alarm systems are recent additions to their palette; these systems are installed on a case-by-case basis.

Circle 236 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending January 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report.*

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,325	5,380	5,252
Sedan	5,398	5,452	5,321
88 BUICK SKYHAWK			
Coupe	4,337	4,381	4,278
Sedan	4,400	4,444	4,338
90 BUICK SKYLARK			
Cust. Sedan	7,301	7,374	7,199
89 BUICK SKYLARK			
Cust. Sedan	6,197	6,259	6,110
90 BUICK CENTURY			
Cust. Sedan	7,894	7,973	7,783
89 BUICK CENTURY			
Cust Sedan	6,150	6,212	6,064
90 BUICK LESABRE			
Cust. Sedan	10,237	10,339	10,093
89 BUICK LESABRE			
Cust. Sedan	7,984	8,063	7,872
90 CADILLAC DEVILLE			
Coupe	16,585	16,751	16,353
Sedan	16,753	16,921	16,518
89 CADILLAC DEVILLE			
Coupe	13,595	13,732	13,405
Sedan	13,745	13,882	13,552
90 CADILLAC SEVILLE			
Sedan	17,058	17,228	16,818
89 CADILLAC SEVILLE			
Sedan	14,024	14,164	13,827
90 CHEVY BERETTA			
Coupe	7,334	7,407	7,231
89 CHEVY BERETTA			
Coupe	6,201	6,262	6,114
90 CHEVY CORSICA			
Hatchback 5 Dr.	7,026	7,093	6,928
89 CHEVY CORSICA			
Hatchback 4 Dr	5,803	5,861	5,721
90 CHEVY CAVALIER			
Sedan	5,837	5,895	5,755
89 CHEVY CAVALIER			
Sedan	4,795	4,844	4,729
89 CHEVY CELEBRITY			
Sedan	5,530	5,586	5,453
88 CHEVY CELEBRITY			
Sedan	4,423	4,467	4,360
90 CHEVY CAPRICE			
Sedan	7,969	8,069	7,877
89 CHEVY CAPRICE			
Sedan	6,213	6,275	6,125
90 CHRYSLER LEBARON			
Sedan	8,844	8,931	8,719
89 CHRYSLER LEBARON			
Highline Sedan	5,953	6,011	5,869
90 CHRYSLER NEW YORKER			
Salon Sedan	10,554	10,659	10,405
89 CHRYSLER NEW YORKER			
Sedan	8,967	9,056	8,842
89 CHRYSLER FIFTH AVENUE			
Sedan	9,054	9,146	8,928
88 CHRYSLER FIFTH AVENUE			
Sedan	7,031	7,101	6,932
89 DODGE ARIES AMERICA			
Sedan	4,399	4,442	4,335
88 DODGE ARIES AMERICA			
Sedan	3,455	3,489	3,406
90 DODGE SHADOW			
Liftbk 5 Dr	5,999	6,058	5,915
89 DODGE SHADOW			
Liftbk 5 Dr	4,969	5,019	4,898
90 DODGE DYNASTY			
Sedan	7,956	8,036	7,845

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 FORD ESCORT			
Htchbk 4 Dr LX	5,202	5,253	5,127
89 FORD ESCORT			
Htchbk 4 Dr LX	4,201	4,243	4,141
90 FORD MUSTANG			
LX-4 Coupe	6,865	6,933	6,769
90 FORD TEMPO			
GL Sedan 4 Dr	6,010	6,069	5,925
89 FORD TEMPO			
GL Sedan 4 Dr	4,871	4,922	4,803
90 FORD TAURUS			
GL Sedan 4 Dr	8,306	8,390	8,191
89 FORD TAURUS			
GL Sedan 4 Dr	6,463	6,529	6,373
90 FORD CROWN VICTORIA			
Sedan	9,917	10,016	9,778
89 FORD CROWN VICTORIA			
Sedan	8,176	8,258	8,062
90 THUNDERBIRD			
Coupe	8,986	9,077	8,860
89 THUNDERBIRD			
Coupe	7,598	7,673	7,492
90 LINCOLN			
Town Car Sedan	16,711	16,878	16,476
Mark VII LSC Coupe	15,851	16,008	15,628
Continental Sedan	15,450	15,605	15,235
89 LINCOLN			
Town Car Sedan	12,306	12,428	12,132
Mark VII LSC Coupe	13,196	13,328	13,012
Continental Sedan	13,096	13,227	12,911
90 MAZDA 626			
LX Sedan 4 Dr	9,468	9,562	9,391
90 MERCURY COUGAR			
LS Coupe	9,646	9,742	9,509
89 MERCURY COUGAR			
LS Coupe	8,211	8,293	8,094
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,155	6,217	6,069
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,004	5,053	4,933
90 MERCURY SABLE			
GS Sedan 4 Dr	8,413	8,497	8,295
89 MERCURY SABLE			
GS Sedan 4 Dr	6,513	6,578	6,422
90 MERCURY GRAND MARQUIS			
GS Sedan	10,359	10,462	10,212
89 MERCURY GRAND MARQUIS			
GS Sedan	8,699	8,785	8,577
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,934	5,993	5,886
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,629	4,677	4,593
90 NISSAN MAXIMA			
SE Sedan	13,955	14,096	13,845
89 NISSAN MAXIMA			
SE Sedan	11,665	11,780	11,570
90 NISSAN SENTRA			
Sedan 2 Dr	5,092	5,142	5,051
89 NISSAN SENTRA			
Sedan 2 Dr	3,820	3,858	3,788
90 NISSAN STANZA			
XE Sedan 4 Dr	8,654	8,741	8,586
89 NISSAN STANZA			
Ntch 4 Dr	6,895	6,964	6,841
90 OLDS CIERA			
S Coupe	7,957	8,035	7,845
Sedan	8,039	8,119	7,927
89 OLDS CIERA			
Coupe	6,081	6,142	5,995
Sedan	6,150	6,212	6,064

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 OLDS CALAIS			
Sedan	6,489	6,555	6,398
89 OLDS CALAIS			
Sedan	5,652	5,708	5,573
90 OLDS CUTLASS SUPREME			
Coupe	8,813	8,901	8,690
89 OLDS CUTLASS SUPREME			
Coupe	7,147	7,219	7,048
90 OLDS 98 REGENCY			
Sedan	12,815	12,944	12,637
89 OLDS 98 REGENCY			
Sedan	9,900	9,997	9,760
89 PLYMOUTH RELIANT			
Sedan	4,376	4,420	4,315
88 PLYMOUTH RELIANT			
Sedan	3,455	3,489	3,406
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,982	6,042	5,898
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,969	5,019	4,898
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,603	4,648	4,537
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,614	3,649	3,562
90 ACCLAIM			
Sedan	6,709	6,776	6,614
90 PONTIAC SUNBIRD			
LE Sedan	6,219	6,282	6,133
SE Coupe	6,444	6,508	6,353
89 PONTIAC SUNBIRD			
LE Sedan	5,206	5,259	5,133
SE Coupe	5,346	5,400	5,272
90 PONTIAC 6000			
LE Sedan	7,807	7,885	7,698
89 PONTIAC 6000			
LE Sedan	5,808	5,866	5,726
90 PONTIAC GRAND AM			
LE Sedan	7,331	7,405	7,229
89 PONTIAC GRAND AM			
LE Sedan	6,129	6,190	6,043
90 PONTIAC BONNEVILLE			
LE Sedan	10,116	10,217	9,974
89 PONTIAC BONNEVILLE			
LE Sedan	7,826	7,906	7,717
90 PONTIAC GRAND PRIX			
Coupe	8,941	9,030	8,815
89 PONTIAC GRAND PRIX			
Coupe	7,197	7,269	7,096
90 SUBARU LEGACY			
Sedan 4 Dr	8,054	8,136	7,990
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,719	9,816	9,641
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	7,823	7,901	7,762
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,149	7,219	7,089
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,043	6,102	5,994
90 TOYOTA CRESSIDA			
Lux Sedan	14,640	14,785	14,524
89 TOYOTA CRESSIDA			
Lux Sedan	12,214	12,337	12,117
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	7,840	7,917	7,777
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,332	6,395	6,282
90 VOLVO			
240 DL Sedan	11,724	11,840	11,630
89 VOLVO			
240 DL Sedan	9,912	10,012	9,833

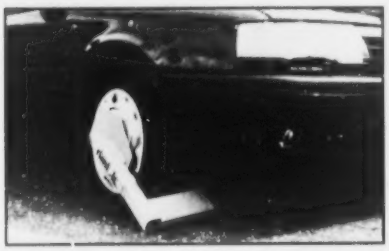
PRODUCTS/SERVICES

screen — no changes. The system is designed to have all the characteristics of a manual system. *Centrum Business Systems, Inc.*

Circle 223 on Inquiry Card

Wheel-Lock Security Device

The Rimlock is small and lightweight enough to be stored in a car trunk and can be fitted to a tire in less



than 10 seconds. The Rimlock cannot be released by deflating the tire. The unit is manufactured from high-grade steel and has a corrosion-resistant enamel finish which is painted bright yellow to act as a theft deterrent. Rimlock is available in three sizes to accommodate passenger cars, light commercial vehicles, and trailers and campers. *Delta-lease Vehicle Management Ltd.*

Circle 224 on Inquiry Card

In-Vehicle Computer Workstation

The Computer Console Workstation from Pete's Lumber Manufacturing has the ability to stabilize a PC as well as conceal it for security with the flip of a lid. The organizer provides letter-size cabinetwork to

file paperwork and/or catalogs, and provides a storage area for PC battery packs. *Pete's Lumber Mfg.*

Circle 225 on Inquiry Card

Commercial Remote Emergency Light

The MQ Series emergency light features a textured enamel-finished, 20-gauge steel cabinet for the system's 6-volt sealed lead calcium battery, an integrated solid-state system, and an automatic multi-rate charger.

MQ Series lights also have a Quik-Chek option that allows for remote control testing without the need of ladders or extension devices. A built-in time delay resets the unit to stand-by conditions. Improved brownout sensitivity, lock-out and low voltage battery cut-off are standard features. *Teledyne Big Beam.*

Circle 226 on Inquiry Card

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GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Juneau, AK	175.9	152.9
Anniston, AL	136.4	95.6
Tucson, AZ	124.9	93.2
Santa Barbara, CA	153.2	124.4
New Haven, CT	141.2	125.9
Washington, DC	155.6	114.6
Valdosta, GA	110.9	89.4
Kona, HI	177.2	168.9
South Bend, IN	122.2	92.7
Louisville, KY	132.6	92.6
Jackson, MI	153.0	91.9
St. Charles, MO	109.7	83.9
New Castle, PA	138.2	100.7
Waco, TX	136.5	97.4
Cheyenne, WY	106.4	88.6

The average U.S. full-serve gasoline price for the month of February was 130.6 cents per gallon.
The average U.S. self-serve gasoline price for the month of February was 106.0 cents per gallon.
Survey conducted during the first five working days of February 1992.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.